

Message Text

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PAGE 01 JOHANN 00815 101545Z

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ACTION AF-06

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TO USDOC WASHDC

INFO SECSTATE WASHDC 3940

UNCLAS JOHANNESBURG 815

E.O. 11652: N/A

TAGS: BEXP, BTRA, SF

SUBJECT: FOREIGN BUYER PROGRA: CHEMILITE (PTY) LTD

1. H.L. GLUCKMAN, DIRECTOR, CHEMILITE CORPORATION, DENVER, JOHANNESBURG, WILL BE IN THE UNITED STATES ON BUSINESS FOR THE ENTIRE MONTH OF JULY, ARRIVING AT NEW YORK ON OR ABOUT JULY 1. HIS ITINERARY INCLUDES WASHINGTON JULY 2 - 6; RICHMOND, VA., JULY 7-11; DALLAS, JULY 14-17; LOS ANGELES, JULY 21-25; AND INDIANAPOLIS JULY 25-31.

2. GLUCKMAN WISHES TO LOOK INTO THE POSSIBILITIES OF SETTING UP A COMPANY IN THE US FOR PURIFYING TRANSFORMER AND OTHER LIGHT VISCOSITY OILS. HE HAS ALREADY HAD CONSIDERABLE CORRESPONDENCE WITH FRED G. KESSENER, DIRECTOR, INTERNATIONAL TRADE AND DEVELOPMENT, GOVERNORS OFFICE, RICHMOND, VIRGINIA AND GARY G. JANSEN, INDUSTRIAL MARKETING MANAGER, PUBLIC SERVICE INDIANA, PLAINFIELD, INDIANA TOWARD LOCATING THE PROPOSED VENTURE IN VIRGINIA OR INTIANA, RESPECTIVELY.

3. GLUCKMAN WOULD APPRECIATE ASSISTANCE FROM USDOC AND APPROPRIATE FIELD OFFICES IN CONTACTING STATE OFFICIALS, ELECTRICAL DISTRIBUTION COMPANIES AND REPRESENTATIVE USERS OF ELECTRICITY, I.E. A FEW LARGE INDUSTRIAL POWER CONSUMERS.

4. GLUCKMAN WILL LEAVE JOHANNESBURG FR GERMANY ON JUNE 21. APPRECIATE ANY SCHEDULING INFORMATION BY OPENING OF BUSINESS JUNE 18, IF ONLY NAME AND PHONE NUMBER OF USDOC PROJECT OFFICER ON WHOM GLUCKMAN MAY CALL UPON HIS ARRIVAL IN WASHINGTON.

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5. POTENTIAL INVESTMENT MAY AMOUNT TO \$300,000. DESCRIPTIVE
ITERATURE ON CHEMILITE HAS BEEN POUCHED, ATTENTION BIC/OIM/AF,
FOR CMM.
GUTHRIE

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